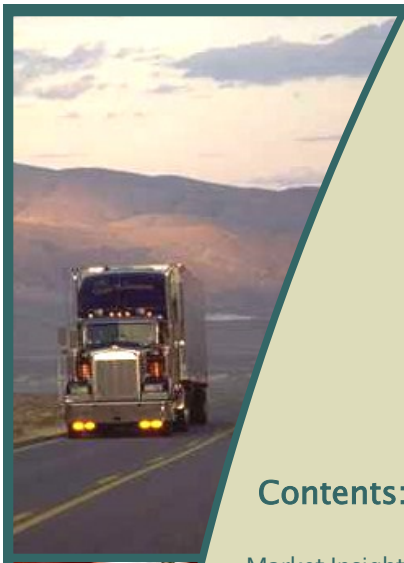

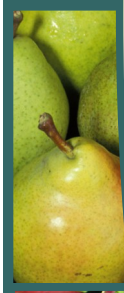

United States Department of Agriculture

Agricultural Marketing Service

Agricultural Refrigerated Truck Quarterly

3rd Quarter, 2012
July—September

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Contents:

Market Insight

U.S. Exports Increase with U.S.-Mexico Cross-Border Trucking Pilot Program

With the initiation of the second U.S.-Mexico Cross-Border Trucking Pilot Program on July 6, 2011, Mexico reduced retaliatory tariffs by 50 percent on 54 agricultural products and 44 industrial products. After the U.S. Department of Transportation's Federal Motor Carrier Safety Administration's (FMCSA) granted operating authority to Transportes Olympic, Mexico removed the tariffs entirely on October 21, 2011.

In the year since the reduction and removal of the tariffs, truckloads of the affected U.S. agricultural exports of fresh and processed fruit, vegetables, and nut products have increased from fiscal 2011 to 2012. Apple exports increased by 26,101 metric tons, an estimated 1,448 truckloads, or 10 percent. Frozen potato exports have increased by 22,943 metric tons, an estimated 1,124 truckloads, or 36 percent (see table). Participation by Mexican carriers in the first year of the pilot program has been limited (see figure).

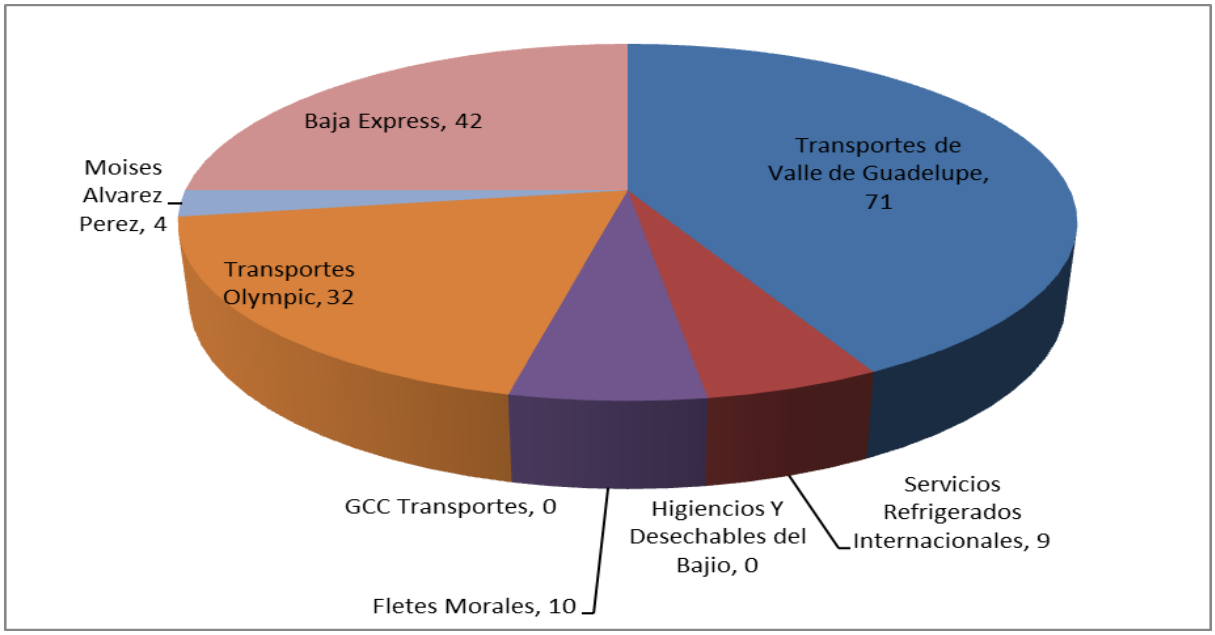
Select U.S. exports of fresh, processed fruit, vegetables, and nuts to Mexico, October 2011 – September 2012

The second pilot program was established as part of the implementation of the

Product	2011 metric tons	2011 truck-loads[1]	2012 metric tons	2012 truck-loads[1]	2011/2012 % change
Apples	198,362	10,412	225,949	11,860	14
Pears	58,832	2,882	87,867	4,305	49
Potatoes, frozen	64,369	3,154	87,312	4,278	36
Grapes	37,338	1,829	53,485	2,620	43
Onions	22,555	1,105	34,046	1,668	51
Lettuce	10,937	574	18,067	948	65
Other prep. nuts	8,142	399	9,940	487	22
Strawberries	6,100	560	8,245	757	35
Almonds	6,657	326	7,769	381	17
Pistachios	3,082	151	3,931	193	28

North American Free Trade Agreement (NAFTA) cross-border long-haul trucking provisions which entered into force on January 1, 1994. Mexico first imposed retaliatory tariffs on March 19, 2009 after the first pilot program was terminated, and then revised the tariffs on August 19, 2010, increasing the number of agricultural products affected from 36 to 54. According to Agriculture Secretary Tom Vilsack, the dispute cost U.S. businesses more than $2 billion, with U.S. farm exports to Mexico reduced by 27 percent for the affected commodities.

U.S.—Mexico Cross-border trucking inspections through October 21, 2012.



Source: FMCSA U.S.-Mexico Cross-Border Trucking; Pilot Program Aggregate Data Charts (Pdf)

As of October 21, 2012, only 9 Mexico-domiciled carriers, 17 trucks, and 20 drivers have been granted authority to operate in the United States beyond the municipalities and commercial zones along the U.S.-Mexico border. Applications are pending from 13 additional carriers. FMCSA has estimated that at least 46 carriers will be needed to obtain a target of 4,100 inspections within 3 years to provide a statistically valid analysis of pilot program participant's safety performance. There were only 168 inspections in the first year of the pilot program (see figure).

Program Outlook

On August 16, 2012, the U.S. Department of Transportation Office of Inspector General issued its audit report, *Increased Participation and Improved Oversight Mechanisms Would Benefit the NAFTA Pilot Program*. On December 6, 2012, the United States Court of Appeals for the District of Columbia Circuit will hold a hearing on two petitions for review of the pilot program, filed by the International Brotherhood of Teamsters (USCA 11-1444) and the Owner Operator Independent Drivers Association (11-1251). However, Mexico has indicated it stands ready to reinstate the tariffs if the pilot program is disrupted.

The United States enjoys a $2.6 billion positive balance of agricultural trade with Mexico. It is the United States' second largest trading partner with 40.5 million metric tons, worth $35.2 billion, in two-way agricultural trade in fiscal year 2012. The removal of Mexico's tariffs on U.S. agricultural products in 2011 affected 54 commodities regularly exported by truck, including fresh and processed fruit, vegetables, and nuts. During the period, the United States imported 7.4 million metric tons of these products from Mexico, worth $8.5 billion, and exported 1.1 million metric tons to Mexico, worth $1.5 billion, up 10 percent from fiscal year 2011. Brian.McGregor@ams.usda.gov

[1]Estimates utilize the full truckload weight factors developed by USDA Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

Quarterly Overview

Fruit and Vegetable Shipments

Reported U.S. truck shipments of fresh produce during the third quarter were 7.6 million tons, 15 percent lower than the previous quarter but 2 percent higher than the same quarter last year.

Shipments from California accounted for 55 percent of the total reported shipments of fresh fruits and vegetables during the 3rd quarter 2012. Movements from the Pacific Northwest (PNW) totaled more than 1.1 million tons (mt) (19 percent), followed by Mexico with 1.07 mt (18 percent).

The following top 5 commodities[1] accounted for 41 percent of the reported truck movements during the 3rd quarter 2012:

- Potatoes (11%)
- Lettuce (9 %)
- Tomatoes (7 %)
- Grapes (7 %)
- Cantaloupe (6 %)

Truck Rates

The 3rd quarter 2012 average truck rate for U.S. produce shipments was $2.55 per mile, 2 percent lower than the previous quarter, and 5 percent lower than last year. The average monthly rate reached a quarterly peak in July at $2.62 per mile.

During 3rd quarter 2012, the highest average reported rates per mile ranged between $2.34 and $4.30 for apple shipments from California. Rates for potato shipments from the PNW were the lowest.

Mexico truck rates for crossings through Arizona averaged $2.41 per mile, 4 percent lower than last quarter but 11 percent higher than the same quarter last year. Border crossings through Texas averaged $2.06 per mile, down 13 percent from the previous quarter but 4 percent higher than the same quarter last year.

Diesel Fuel

During the 3rd quarter 2012, the U.S. diesel fuel price averaged $3.96 per gallon—0.8 percent higher than last quarter and 2.3 percent higher than the same quarter last year.

[1] The top five commodities are based on movements originating in the following regions: California, the Great Lakes, Mexico and the Pacific Northwest which represent 81 percent of the reported shipments in the 3rd quarter.

Regulatory News and Updates

Trucking and Fuel Regulations Eased to Facilitate Emergency Response and Recovery

Prior to Hurricane Sandy making landfall, Curtis L. Thomas, Regional Field Administrator, Federal Motor Carrier Safety Administration (FMCSA), declared a regional emergency exists that justifies exemptions from Federal Motor Carrier Safety Regulations (FMCSRs) for those drivers and trucking companies providing direct emergency relief—direct assistance to restore either essential services, such as electricity, medical care, sewer, water, telecommunications; or essential supplies, such as food and fuel. He extended the declaration through the duration of the emergency or through November 27, whichever was less.

Exemptions from hours of service for drivers and other FMCSRs occur automatically where the President, a Governor, or FMCSA issues a declaration of emergency. Declarations were issued for Connecticut, Delaware, District of Columbia, Kentucky, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, Vermont, Virginia, and West Virginia.

The Federal Highway Administration notified States that they may issue special permits during the emergency to overweight vehicles in excess of Federal weight limitations of 80,000 pounds gross vehicle weight on the Interstate highway system, for loads that can easily be dismantled or divided, as well as for non-divisible loads, once President Obama declared an emergency.

The special permits for overweight, and in some case oversize loads, were issued exclusively to vehicles and loads that are delivering relief supplies, including medicine and medical equipment, food supplies, livestock feed, water, manufactured housing, materials used to provide or construct temporary housing, and other supplies directly supporting relief.

Fifteen States and the District of Columbia, inside and outside the affected region, facilitated relief and recovery by waiving International Fuel Tax Agreement (IFTA) and International Registration Plan (IRP) trip permits for relief trucks traveling to the Northeast. Tolls were waived for these trucks in Delaware, Maryland, New Jersey, New York, and Pennsylvania.

President Obama directed the Defense Logistics Agency to purchase up to 12 million gallons of unleaded fuel and 10 million gallons of diesel fuel for distribution in areas impacted by the storm to supplement ongoing private sector efforts to ease shortages. The fuel was transported by tanker trucks and distributed throughout New York and New Jersey. Rationing was in effect in northern New Jersey, New York City and Long Island while eight major fuel terminals and numerous gas stations remained out of service.

New York suspended the highway use tax as well as tax registration requirements for gasoline and diesel fuel importers, distributors, and transporters. The Internal Revenue Service allowed untaxed dyed diesel fuel to be used on highways, and the Environmental Protection Agency waived vapor recovery requirements in New York and New Jersey; diesel fuel requirements in New York City, New Jersey, and Pennsylvania; and gasoline requirements in 17 States to further ease shortages.

U.S. Transportation Secretary Ray LaHood notified affected States and provided $29 million in quick release emergency relief funds to Connecticut, New York, North Carolina, and Rhode Island for a variety of repairs to

roads, bridges and tunnels necessary to make them useable. Assessments continue throughout the Northeast to determine the full extent of the damage.

Fresh Tomatoes from Mexico under Review

Effective October 2, 2012, the U.S. Department of Commerce's International Trade Administration gave Notice of Preliminary Results of Changed Circumstances Review and Intent to Terminate the Suspended Antidumping Investigation regarding fresh tomatoes from Mexico, as requested by U.S. petitioners on June 22, 2012. Once terminated, a new antidumping investigation regarding fresh tomatoes from Mexico could be initiated.

On January 22, 2008, the Department of Commerce and producers/exporters accounting for substantially all imports of fresh tomatoes from Mexico signed the current agreement suspending the antidumping investigation on fresh tomatoes from Mexico. The basis for the agreement was a commitment by each signatory producer/exporter to sell tomatoes at or above the reference price, "which will eliminate completely the injurious effects of exports of fresh tomatoes to the United States." Previous agreements were signed in 2002 and 1996.

The volume of U.S. imports of fresh tomatoes from Mexico, from October to September, increased by 7 percent, from 1.3 million metric tons in 2011 to 1.4 million metric tons in 2012. Estimated truckloads were 70,180 in 2011 and 75,368 in 2012. The total value of the tomato imports decreased by 8 percent, from $1.7 million in 2011 to $1.6 million in 2012.

Additional Briefs Filed Regarding the Consolidated Hours of Service of Drivers Petitions for Review

The Federal Motor Carrier Safety Administration (FMCSA) filed an initial brief on September 24, regarding two petitions for review of FMCSA's final rule for hours of service (HOS) for drivers. The brief concerned 30-minute off-duty breaks, 11 hours of daily driving, and a 34-hour waiting period to restart drivers' workweek calculations.

FMCSA stated the "HOS rule reflects FMCSA's weighing of scientific evidence and its careful consideration of the potential impacts on health and safety, as well as the costs and the effects of the rule on the public and the regulated industry. In weighing this scientific evidence and balancing relevant policy interests, the agency acted at the height of its expertise and discretion and is reviewed with extreme deference. FMCSA's exercise of its expertise and discretion here was appropriate and reasonable, and, therefore, the petitions for review should be denied."

American Trucking Associations (ATA) et al. filed a reply brief on October 1 and Public Citizen et al. filed a reply brief on October 24. Final briefs were due November 21, 2012 to the United States Court of Appeals for the District of Columbia Circuit, (Case 12-1092, consolidated with 12-1113).

California Air Resources Board January 1, 2013 Deadlines

On August 27, 2012 the Board published Guidance for Freight Brokers, Forwarders, Shippers, Receivers, Motor Carriers, and Drivers: Hiring and Contracting TRU-Carrier Transport of Perishable Goods on California Highways (Español). Beginning January 1, 2013, California law will require the business entity that arranges, hires, contracts for, or dispatches Transport Refrigeration Unit (TRU)-equipped trucks, trailers, shipping containers, or railcars for transport of perishable goods on California highways and railways to require the motor carriers to dispatch only TRUs that comply with the TRU Regulation. This guidance explains these requirements in detail

Estimates utilize the full truckload weight factors developed by USDA Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

and provides guidance on how to ensure motor carriers are compliant. One option for carrier-hiring business entities is to use ARB's 100 Percent-Compliant Carrier List. Source: Transport Refrigeration Unit (Reefer) ATCM

All diesel fueled trucks, buses, trailers and transportation refrigeration units operating in California, including those based out of State, have requirements to reduce air pollution and improve the State's overall air quality. The Tractor-Trailer Greenhouse Gas (GHG) regulation applies to 53-foot or longer box-type trailers, including both dry-van and refrigerated-van trailers, and all heavy-duty tractors that pull them on California highways.

The tractors and trailers subject to this regulation must either use United States Environmental Protection Agency SmartWay (SmartWay) certified tractors and trailers, or retrofit their existing fleet with SmartWay verified technologies. All owners, regardless of where their vehicles are registered, must comply with the regulation when operating in California. Fleets must register to take advantage of phase-in options, short haul, local haul or storage trailer exemptions, and passes. California vehicle dealers who sell affected vehicles must provide disclosure about the regulation to the buyer.

The deadline for small fleet owners (20 or fewer total trailers) who wish to take advantage of the Small Fleet Compliance Plan has been extended to January 1, 2013, which provides owners additional time to bring their fleets into compliance. Small fleet owners of 2010 and older model year 53-foot or longer box-type trailers that operate on California highways can take advantage of this option by registering their fleet information before the deadline. See the advisory for more information.

Implementation of low rolling resistance tire requirements for 2010 and older model year tractors has been clarified. Affected tractors must use new or retread SmartWay verified tires by January 1, 2013. However, if a non-compliant tire was manufactured or retreaded before January 1, 2013, it may be used through the useful tread life or until January 1, 2015, whichever comes first. See Advisory MSC 12-19 for full details.

Refrigerated-van trailers that are model year 2003 to 2009 AND equipped with 2003 or newer model year transport refrigeration unit (TRU) engines may delay requirements. Source: the Truck Stop

Feature Article

New Law Clarifies Driver and Farm Vehicle Exemptions

Drivers transporting agricultural commodities and farm supplies must maintain a high level of operating flexibility in order to accommodate agriculture's irregular schedule. Due to the nature of their work and the short time they have to do it, Congress has provided these drivers with limited statutory exemptions from Federal Motor Carrier Safety Administration (FMCSA) hours of service (HOS), commercial driver's license (CDL), and interstate commerce regulations. In creating these exemptions, Congress cited the fact that agriculture relies on trucking as an accessory to the primary purpose of farming and ranching.

Maintaining operating flexibility for agricultural production is important, especially during the busy planting and harvest seasons. For example, the quality of many fruits and vegetables depends on their treatment after harvest. For these crops, it is imperative that the trucking industry can efficiently accommodate the needs of the agricultural industry. Furthermore, fertilizer delivery and application is dependent on weather conditions, making it difficult to hire and schedule temporary drivers for short periods of work. In aggregate, a massive amount of seasonal transportation is needed in concentrated periods of time.

Most farming States are rural and sparsely populated. Distances from farms to suppliers, packing sheds, cold storage facilities, and markets have increased due to farm and facility consolidations. The pool of available part-time seasonal drivers is small, and the usual activity of the farmer, rancher, or supplier is farming, ranching, or customer service, rather than fulltime long-haul year-round commercial driving. The exemptions, then, greatly facilitate the transportation of agricultural commodities and farm supplies.

MAP-21

On July 6, 2012, President Obama signed H.R. 4348, *Moving Ahead for Progress in the 21st Century Act (MAP-21)*, Pub. L. 112-141, which provides an extension through September 30, 2014, of the Federal-aid Highway, Highway Safety, Motor Carrier Safety, Transit, and other programs funded out of the Highway Trust Fund pending enactment of a multiyear law reauthorizing such programs, and for other purposes.

Agricultural Exemption: Effective October 1, 2012, Section 32101(d) of MAP-21 extended the maximum driving and on-duty time statutory exemption for drivers transporting agricultural commodities and farm supplies for agricultural purposes during planting and harvest seasons from a 100 to 150 air-mile radius. It clarified that under the exemption, farm supplies may be transported from any wholesale or retail distribution point to a farm or other location where the supplies are intended to be used, as well as from a wholesale distribution point to a retail distribution point. It further amended the law by removing the phrase "in the State" to allow the exemption to apply equally to interstate and intrastate commerce.

Farm Vehicle Exemptions: Section 32934 of MAP-21 provides a statutory exemption to all covered farm vehicles, including the individuals operating those vehicles, from FMCSA regulations pertaining to:

1) CDLs established under chapter 313 of title 49, United States Code;

2) Medical certificates established under subchapter III of chapter 311 of title 49, United States code, or chapter 313 of title 49, United States Code;

3) HOS established under subchapter III of chapter 311 of title 49, United States Code, or chapter 315 of title 49, United States Code; and

4) Vehicle inspection, repair, and maintenance established under subchapter III of chapter 311 of title 409, United States Code, or chapter 315 of title 49, United States Code.

Farm Vehicle Definition: A covered farm vehicle is defined as…

1) Traveling in the State in which the vehicle is registered or another State.
2) Operated by a farm owner or operator, ranch owner or operator, or an employee or family member of the farm or ranch owner or operator.
3) Transporting agricultural commodities, livestock, machinery, or supplies to or from a farm or ranch.
4) Not used in the operation of a for-hire motor carrier.
5) Equipped with a special license plate or other designation by the State in which the vehicle is registered to allow for identification of the vehicle as a farm vehicle by law enforcement personnel.
6) Having a gross vehicle weight rating or gross vehicle weight (whichever is greater), that is
    a. 26,001 pounds or less, or
    b. Greater than 26,001 pounds and traveling within the State or within 150 air-miles of the farm or ranch with respect to which the vehicle is being operated.

Covered Vehicles: Covered farm vehicles include those…

1) Operated pursuant to a crop share farm lease agreement.
2) Owned by a tenant with respect to that agreement.
3) Transporting the landlord's portion of the crops under that agreement.

Waiver: The U.S. Department of Transportation's Federal Motor Carrier Safety Administration (FMCSA) notes that certain drivers in the agricultural industry that are not covered by the MAP-21 provision based on the statutory definition of "covered farm vehicle" may be covered by an existing regulatory waiver from the CDL requirements.

This waiver allows States, at their discretion, to exempt drivers of farm vehicles that are:

1) Controlled and operated by a farmer, including operation by employees or family members.
2) Used to transport either agricultural products, farm machinery, farm supplies, or both to or from a farm.
3) Not used in the operations of a common or contract motor carrier.
4) Used within 241 kilometers (150 miles) of the farmer's farm.

The use of this particular waiver is limited to the driver's home State unless there is a reciprocity agreement with adjoining States.

State Exemptions Protected: Section 32934 also prevents Federal transportation funding to a State from being terminated, limited, or interfered with, as a result of the State exempting a covered farm vehicle, including the individual operating that vehicle, from any State requirement relating to the operation of that vehicle. However, this does not apply to vehicles transporting hazardous materials requiring a placard.

Safety Study: Section 32934 obliges the Secretary of Transportation to conduct and report to Congress upon a safety study detailing the number of farm vehicles and drivers operating under the regulatory exemptions, as well as their mileage and crash history. The study must also list State regulations identical to Federal regulations that are subject to exemption.

No Altering Regulations Allowed: The section further provides that nothing shall be construed as authority for the Secretary of Transportation to prescribe regulations for the exemptions.

Implementation

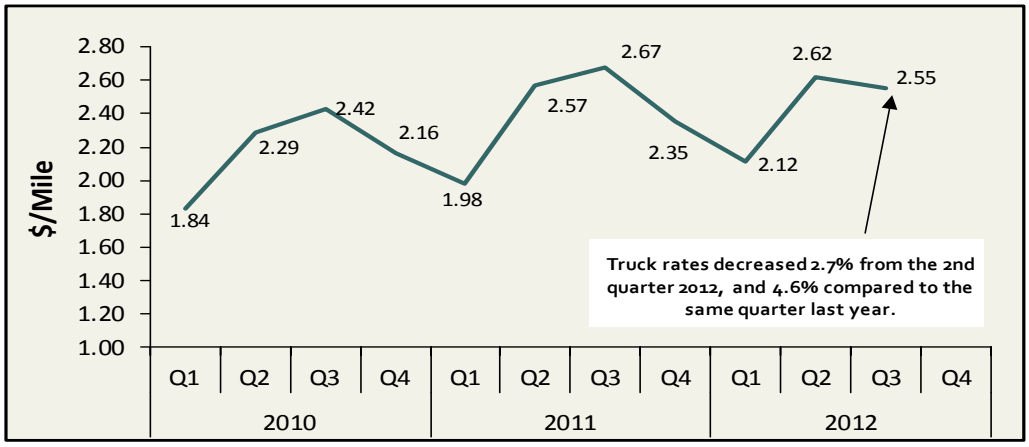
On October 1, 2012, FMCSA published a notice in the Federal Register and frequently asked questions on its website notifying enforcement officials and motor carriers of the new regulatory changes.

The notice requests States to immediately take action to put in place policies and procedures to provide the regulatory relief provided by Sections 32101(d) and 32934 of MAP-21, and follow-up with the appropriate amendments to their laws and regulations. FMCSA stated that, at a later date, it would issue a final rule to amend its Federal Motor Carrier Safety Regulations (FMCSRs) to reflect the language in MAP-21. States would then be obligated to adopt compatible regulations within 3 years to remain eligible for Motor Carrier Safety Assistance Program funding. Joyce.Zhang@ams.usda.gov

National Summary

U.S. Truck Rates

Figure 1: Average Truck Rates for Selected Long Haul Routes ($/Mile)



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

Table 1: Average U.S. Truck Rates for Selected Long-Haul Routes ($/Mile)

	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	*Annual
2012	2.12	2.62	2.55		2.43
2011	1.98	2.57	2.67	2.35	2.39
2010	1.84	2.29	2.42	2.16	2.18
2009	1.81	2.02	1.99	1.85	1.92
2008	1.89	2.42	2.66	2.17	2.28
2007	1.70	2.11	2.14	1.96	1.98
2006	1.77	1.96	2.01	2.01	1.94
2005	1.62	1.91	1.95	2.01	1.87

*Annual: Weighted average rate for all 4 quarters.

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

Table 2: Quarterly Rates for Key Origins by Month ($/Mile)

	3rd Qtr 2012			2nd Qtr 2012		
Origin	Jul	Aug	Sep	Apr	May	Jun
Arizona	3.00	n/a	n/a	2.62	2.64	3.27
California	2.72	2.68	2.70	2.57	2.72	2.81
Great Lakes	3.32	3.11	3.16	3.50	3.56	3.63
Florida	n/a	n/a	n/a	2.34	2.72	2.51
Mexico - Arizona	2.75	2.44	2.12	2.31	2.30	2.75
Mexico - Texas	2.18	2.03	1.96	2.29	2.35	2.43
PNW	2.23	1.98	2.16	2.24	2.21	2.23
Texas	2.53	2.37	2.28	2.65	2.75	2.82

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division
Note: "n/a" indicates rates not available.
Note: The rates for 8 long-haul fruit and vegetable truck corridors are included in the national rate, weighted by commodity and origin volume.

Truck Rates for Selected Routes and Commodities

Table 3: Origin-Destination Truck Rates for Selected Routes and Commodities, 3rd Quarter 2012 ($/Mile)

Origin	Commodity	Destination							
		New York	Atlanta	Chicago	Boston	Baltimore	Miami	Philadelphia	Seattle
Arizona	Cantaloupe	3.03	3.10	2.92	2.95	2.99		3.01	
California	Apples	2.63	2.67	3.25	2.51	2.59	2.34	2.53	4.30
	Apricots	2.71	2.82		2.62	2.65		2.67	3.79
	Broccoli	2.67	2.66	2.55	2.61	2.61	2.23	2.58	3.83
	Cantaloupe	2.67	2.60	2.64	2.64	2.57		2.59	
	Carrots	2.65	2.64	2.53	2.59	2.58	2.23	2.57	3.99
	Lettuce	2.68	2.69	2.57	2.63	2.62	2.26	2.61	3.98
	Onions	2.01	1.79	1.86	2.01	1.98	1.74	1.94	
	Citrus	2.60	2.63	2.44	2.53	2.57		2.51	3.80
	Peaches	2.62	2.80		2.59	2.68		2.57	3.79
	Pears	2.67		2.87	2.47	2.64	2.31		
	Strawberries	2.77	2.77	2.83	2.64	2.74		2.65	3.86
Great Lakes	Blueberries		2.93	2.93			2.48	4.18	
	Cucumbers	3.38	2.82	3.28			2.11	3.34	
	Onions		3.93	3.02			2.31		
	Potatoes	4.25	2.95	3.49	3.74	4.12	2.78	3.69	
Mexico - AZ	Grapes	2.62		1.99	2.70			2.71	
	Mangoes			1.83				2.23	
Mexico - TX	Citrus	2.15	2.06	1.74	2.13	2.01	2.20	2.11	
Pacific Northwest	Apples	2.21	2.36	2.22	1.99	2.02	1.81	1.98	4.15
	Onions	2.26	1.93	1.90	1.97	1.81	1.76	1.78	
	Potatoes	2.05	1.86	1.67	1.82	1.82	1.71	1.79	
Texas	Watermelon	2.47	2.45	2.21	2.37	2.30	2.52	2.41	

Source: AMS, Fruit and Vegetable Programs, Market News Division, Fruit and Vegetable Truck Rate Reports

Truck Rates for Selected Routes and Commodities

Table 4: Origin-Destination Truck Rates for Selected Routes and Commodities, 3rd Quarter 2012 ($/Truck)

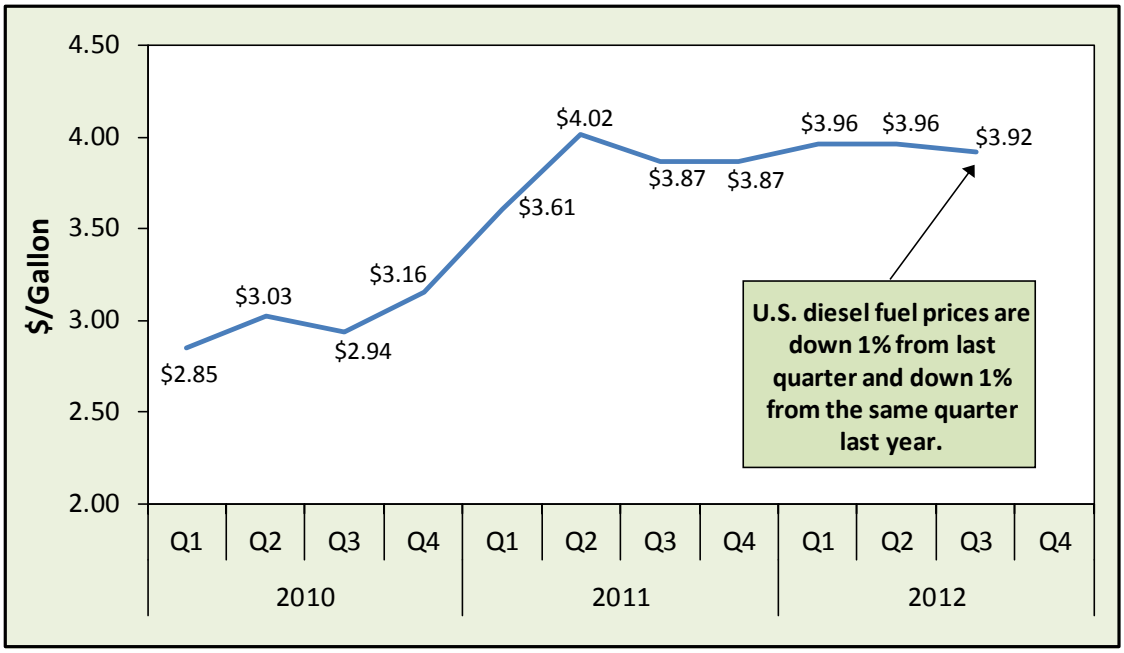
Origin	Commodity	Destination							
		New York	Atlanta	Chicago	Boston	Baltimore	Miami	Philadelphia	Seattle
Arizona	Cantaloupe	7,483	5,717	5,283	7,950	7,033		7,217	
California	Apples	7,378	5,869	6,500	7,567	7,078	7,300	7,056	3,231
	Apricots	7,600	6,200		7,900	7,250		7,450	2,850
	Broccoli	7,488	5,858	5,108	7,877	7,142	6,967	7,212	2,881
	Cantaloupe	7,483	5,717	5,283	7,950	7,033		7,217	
	Carrots	7,412	5,800	5,050	7,827	7,062	6,967	7,177	3,000
	Lettuce	7,508	5,923	5,138	7,931	7,165	7,050	7,277	2,996
	Onions	5,632	3,932	3,719	6,056	5,419	5,419	5,419	
	Citrus	7,271	5,792	4,875	7,642	7,025		7,017	2,854
	Peaches	7,325	6,150		7,800	7,325		7,175	2,850
	Pears	7,470		5,730	7,450	7,210	7,200		
	Strawberries	7,750	6,100	5,650	7,950	7,500		7,400	2,900
Great Lakes	Blueberries		2,550	850			3,700	3,250	
	Cucumbers	2,700	2,450	950			3,150	2,600	
	Onions		3,417	875			3,450		
	Potatoes	3,400	2,570	1,013	3,612	2,972	4,146	2,869	
Mexico - AZ	Grapes	6,700		4,000	7,150			6,400	
	Mangoes			3,675				5,262	
Mexico - TX	Citrus	4,269	2,365	2,569	4,665	3,604	3,404	3,988	
Pacific Northwest	Apples	5,758	5,658	4,004	6,092	5,608	6,092	5,608	1,038
	Onions	5,886	4,633	3,422	6,035	5,015	5,928	5,036	
	Potatoes	5,341	4,470	3,002	5,554	5,035	5,762	5,069	
Texas	Watermelon	4,308	2,365	2,569	4,665	3,596	3,415	4,008	

Source: AMS, Fruit and Vegetable Programs, Market News Division, Fruit and Vegetable Truck Rate Reports

U.S. Diesel Fuel Prices

The diesel fuel price provides a proxy for trends in U.S. truck rates. Diesel fuel is a significant expense for fruit and vegetable movements.

Figure 2: U.S. Average On-Highway Diesel Fuel Prices



Source: Energy Information Administration/U.S. Department of Energy

Table 5: 3rd Quarter 2012 Average Diesel Fuel Prices (All Types - $/Gallon)

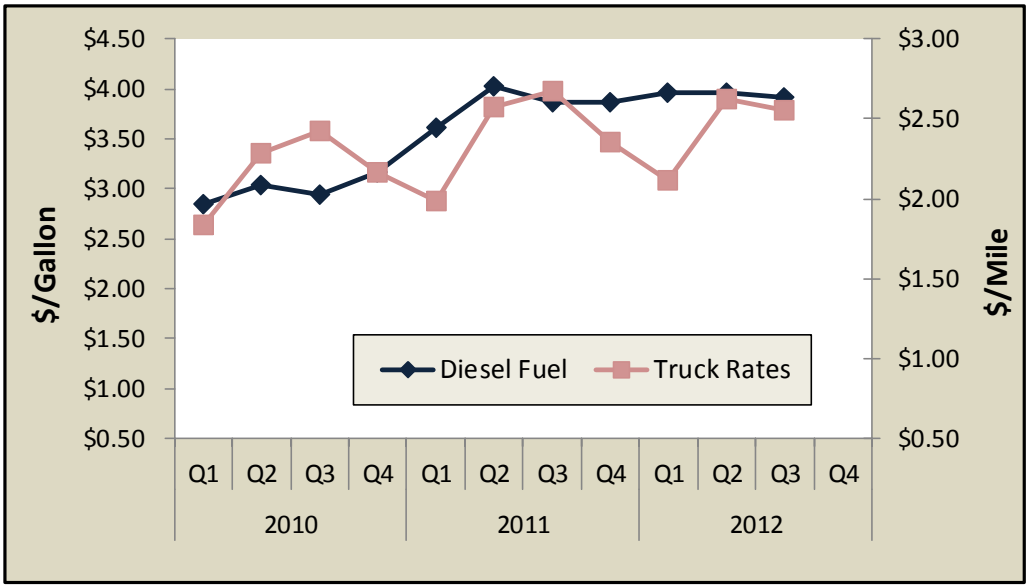
Location	Price	Change From	
		Last Quarter	Same Qtr Last Year
East Coast	3.94	-0.07	0.04
New England	4.03	-0.11	0.02
Central Atlantic	4.01	-0.09	0.00
Lower Atlantic	3.87	-0.05	0.03
Midwest	3.89	0.02	0.01
Gulf Coast	3.83	-0.05	0.01
Rocky Mountain	3.95	-0.04	0.10
West Coast	4.11	-0.10	0.15
California	4.18	-0.08	0.13
U.S.	3.92	-0.04	0.06

Source: Energy Information Administration/U.S. Department of Energy

Relationship Between Diesel Fuel & Truck Rates

The diesel fuel price provides a proxy for trends in U.S. truck rates. Diesel fuel is a significant expense for fruit and vegetable movements.

Figure 3: U.S. Average On-Highway Diesel Fuel Prices and Truck Rates



Sources:
Diesel Fuel: Energy Information Administration/U.S. Department of Energy
Truck Rate: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

Table 6: Average Diesel Fuel Prices and Truck Rates

		Diesel Fuel ($/gallon)	Truck Rates ($/mile)	% Change From:			
				Last Qtr		Same Qtr Last Year	
				Diesel	Truck	Diesel	Truck
2010	Q1	2.85	1.84	4%	-1%	30%	2%
	Q2	3.03	2.29	6%	25%	29%	13%
	Q3	2.94	2.42	-3%	6%	13%	22%
	Q4	3.16	2.16	7%	-11%	15%	17%
2011	Q1	3.61	1.98	14%	-8%	27%	8%
	Q2	4.02	2.57	11%	30%	33%	12%
	Q3	3.87	2.67	-4%	4%	32%	10%
	Q4	3.87	2.35	0%	-12%	22%	9%
2012	Q1	3.96	2.12	2%	-10%	9.7%	7%
	Q2	3.96	2.62	0%	24%	-1.5%	2%
	Q3	3.92	2.55	-1%	-3%	1.3%	-5%
	Q4						

Sources:
Diesel Fuel: Energy Information Administration/U.S. Department of Energy
Truck Rates: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

3rd Quarter 2012 Comparison Analysis

Diesel fuel prices averaged $3.92 per gallon this quarter, 1 percent lower than last quarter but 1 percent higher than the same quarter last year. Average truck rates were $2.55 per mile, 3 percent lower than the previous quarter and 5 percent lower than the same quarter last year.

The effect of a change in diesel fuel prices is compounded for produce haulers because the fuel is needed to run the refrigeration unit as well as the truck.

In many cases, trucking companies and owner-operator independent drivers are not able to pass on the full increase in fuel cost to shippers due to existing contracts, competition, and the need for backhaul cargo to cover at least some of the costs of operation. In addition, some shippers offer enough business to a company that the fuel surcharge is waived. In these cases, the total surcharge collected may not be reported or fully reimbursed to those paying for the fuel.

Quarterly Truck Availability

Table 7: U.S. Fresh Fruit and Vegetable Truck Availability, 3rd Quarter 2012

Region[1]	Commodity[1]	Truck Availability												
		Surplus - 1		Slight Surplus - 2			Adequate - 3			Slight Shortage - 4			Shortage - 5	
		Week Ending[1]												
		7/3	7/10	7/17	7/24	7/31	8/7	8/14	8/21	8/28	9/4	9/11	9/18	9/25
CALIFORNIA, CENTRAL AND WESTERN ARIZONA														
Imperial and Coachella Valley, CA	Bell Peppers, Cantaloupe, Mixed Melons	3	3	3										
	Mixed Vegetables, Watermelons	3	3	3										
Kern District, CA	Carrots	3	3	3	3	3	3	3	3	3	3	3	3	3
	Grapes		3	3	3	3	3	3	3	3	3	3	3	3
	Potatoes	3	3	3	3	3								
Sacramento & San Joaquin Valley, CA	Pears				3	3	3	3	3	3	3	3	3	3
Salinas-Watsonville, CA	Broccoli, Cauliflower	3	3	3	3	3	3	3	3	3	3	3	3	3
	Lettuce	3	3	3	3	3	3	3	3	3	3	3	3	3
	Mixed Vegetables	3	3	3	3	3	3	3	3	3	3	3	3	3
	Strawberries, Raspberries	3	3	3	3	3	3	3	3	3	3	3	3	3
San Joaquin Valley, CA	Apples					3	3	3	3	3	3	3	3	2
	Apricots	3	3	3										
	Bell Peppers	3	3	3	3	3	3	3	3	3	3	3	3	2
	Corn	3	3	3	3	3	3	3	3	3	3	3	3	2
	Grapes		3	3	3	3	3	3	3	3	3	3	3	2
	Melons				3	3	3	3	3	3	3	3	3	2
	Nectarines	3	3	3	3	3	3	3	3	3	3	3	3	
	Onions*	4	3	3	3	3	3	3	3	3				
	Peaches	3	3	3	3	3	3	3	3	3	3	3	3	2
	Plums	3	3	3	3	3	3	3	3	3	3	3	3	2
	Pomegranates													2
	Watermelons	3	3	3										
Santa Maria, CA	Blackberries										3	3	3	3
	Broccoli, Cauliflower	3	3	3	3	3	3	3	3	3	3	3	3	3
	Celery										3	3	3	3
	Iceberg Lettuce	3	3	3	3	3	3	3	3	3	3	3	3	3
	Mixed Vegetables	3	3	3	3	3	3	3	3	3				
	Strawberries	3	3	3	3	3	3	3	3	3	3	3	3	3
South District, CA	Avocados	3	3	3	3	3	3	3	3	3	3	3	3	2
	Bell Peppers							3	3	3	3	3	3	2
	Citrus	3	3	3	3	3	3	3	3	3	3	3	3	2
	Raspberries, Strawberries	3												
	Tomatoes							3	3	3	3	3	3	2
PACIFIC NORTHWEST (ID, OR, WA)														
Columbia Basin, WA	Onions, Potatoes	4	3	3	3	3	3	3	3	3	3	4	4	5
Idaho and Malheur County, OR	Onions									3	3	4	4	4
Upper Valley, Twin Falls-Burley District, ID	Potatoes	4	3	3	3	3	3	3	3	3	3	4	4	4
Yakima Valley & Wenatchee District, WA	Apples, Pears	3	3	3	3	3	3	2	3	3	3	3	3	5
GREAT LAKES (MI & WI)														
Michigan	Blueberries		3	3	3	3	3	3	3	3				
	Cucumbers		3	3	3	3	3	3	3	3	3	3	4	3
	Onions										3	3	5	5
	Squash		3	3	3	3	3	3	3	3	3	3	4	3
Central Wisconsin	Potatoes	3				4	4	4	4	4	4	5	3	5
MEXICO BORDER CROSSINGS														
Through Nogales, AZ	Grapes	2	2											
	Mangoes	2	2	2	3	3	2	1	2	1				
	Melons	2	2											
	Mixed Vegetables	2	2	2	3	3	2	1	2	1				
Through Texas	Carrots, Citrus	3	3	2	1	1	1	2	2	2	2	2	3	3
	Mangoes	3	3	2	1	1	1	2	2	2				
	Mixed Fruit and Vegetables	3	3	2	1	1	1	2	2	2	2	2	3	3
	Plum Tomatoes	3	3	2	1	1	1	2	2	2	2	2	3	3
TEXAS, OKLAHOMA														
Texas	Watermelons	3	2	2	1	1	1	2	2					
Texas and Oklahoma	Watermelons									2	2	2	3	3

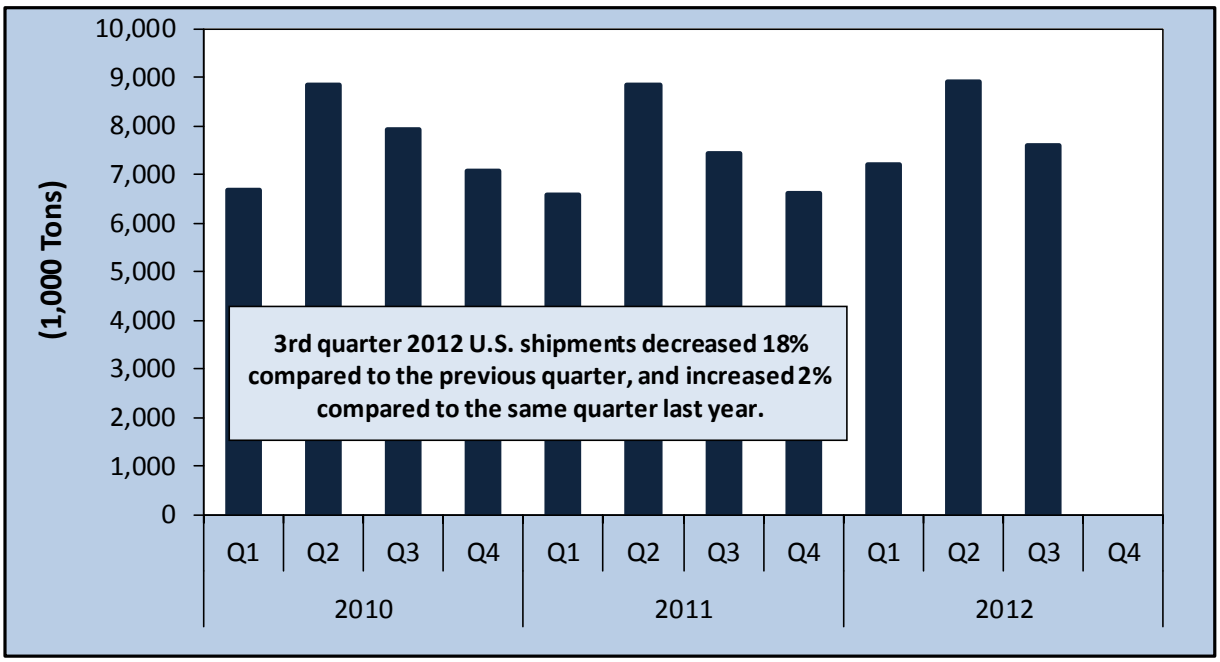
[1] Regions reported and commodities shipped vary by week, month, season, and year.

* generally transported on flatbed trailers, open trucks, or dry van trailers.

Source: weekly *Fruit and Vegetable Truck Rate Report* , Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

Reported U.S. Shipments

Figure 4: Reported U.S. Fruit and Vegetable Shipments (1,000 Tons)



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

Table 8: Reported U.S. Fruit and Vegetable Shipments (1,000 Tons)

Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual
2012	7,200	8,915	7,601		23,716
2011	6,591	8,844	7,442	6,611	29,488
2010	6,690	8,849	7,947	7,079	30,565
2009	6,505	8,139	7,464	6,897	29,005
2008	6,669	10,462	7,173	6,368	30,672
2007	6,704	8,683	7,324	6,640	29,351
2006	6,542	8,595	7,140	6,733	29,010
2005	6,610	8,405	7,351	6,618	28,984

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

Reported Shipments by Selected Commodities

Table 9: Reported Top 10 Commodity Shipments for 3rd Quarter 2012 (1,000 Tons)

Commodity	3rd Quarter 2012	Previous Quarter	Same Quarter Last Year	Current Quarter as % change from:	
				Previous Qtr	Same Qtr Last Year
Potatoes	681	738	665	-8%	2%
Lettuce	551	636	547	-13%	1%
Tomatoes	415	614	410	-32%	1%
Grapes	413	197	357	110%	16%
Cantaloupe	373	286	395	30%	-6%
Onions	343	480	304	-29%	13%
Watermelon	336	893	293	-62%	15%
Apples	321	350	226	-8%	42%
Peppers	252	264	231	-5%	9%
Strawberries	247	378	241	-35%	2%

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

Regional Markets

California

Table 10: Reported Top Five Commodities Shipped from California (1,000 tons)

Commodity	3rd Quarter 2012	Share of California Total	Previous Quarter	Same Quarter Last Year	Current Quarter as % change from:	
					Previous Qtr	Same Qtr Last Year
Lettuce	542	17%	580	538	-7%	1%
Grapes	408	12%	47	352	771%	16%
Cantaloupe	350	11%	69	369	404%	-5%
Strawberries	247	8%	353	241	-30%	2%
Tomatoes	193	6%	17	193	1006%	0%
Top 5 Total	**1,739**	**53%**	**1,067**	**1,693**	**63%**	**3%**
California Total	**3,273**	**100%**	**2,275**	**3,237**	**44%**	**1%**

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division
"-" indicates no reported shipments during the quarter.

Figure 5: California Truck Rates ($/Mile)

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

Figure 6: California Truck Overview

Region/Reporting District	Diesel Fuel	Truck Rate	July	August	September
			Monthly Rating		
	$/per gallon	$/per mile	1=Surplus to 5=Shortage		
Regional Average	**$4.18**	**$2.68**	**3.00**	**3.00**	**2.92**
Imperial and Coachella Valleys, CA			3.00		
Kern District, CA			3.00	3.00	3.00
Sacramento and San Joaquin Valley, CA			3.00	3.00	3.00
Salinas-Watsonville, CA			3.00	3.00	3.00
San Joaquin Valley, CA			3.02	3.00	2.75
Santa Maria, CA			3.00	3.00	3.00
South District, CA			3.00	3.00	2.75

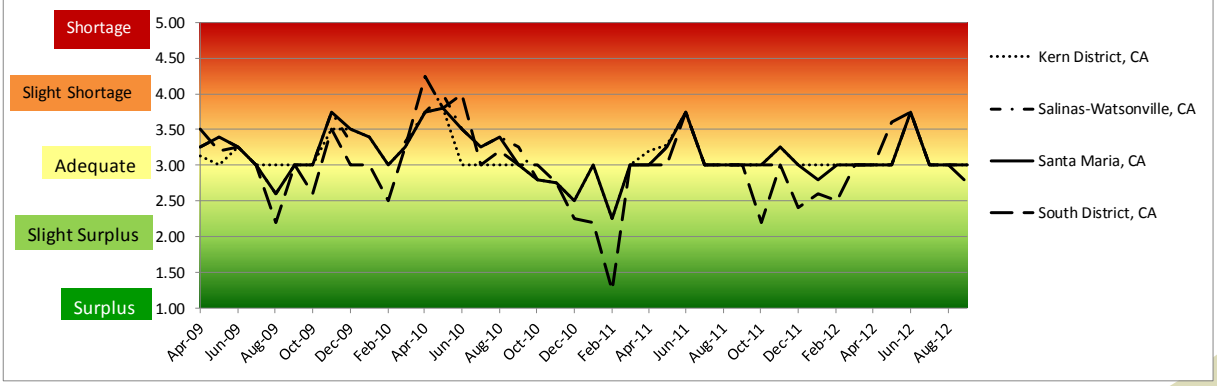
n/a: availability data not reported
Diesel Fuel Source: Energy Information Administration/U.S. Department of Energy
For the purpose of this report the California sub-group of the West Coast PAD District 5 was used to represent the diesel fuel price.

Volume: The volume for the top five commodities shipped from California increased 3 percent from the same quarter last year, led by a 16 percent increase in shipments of grapes, which matured ahead of last year's delayed crop, according to Economic Research Service's *Fruit and Tree Nuts Outlook*. Shipments of cantaloupes were down 5 percent, reflecting declines in supplies, according to ERS and AMS Market News. Overall shipments increased by 1 percent.

Rates: The quarterly average truck rate was $2.68 per mile, 2 percent lower than last quarter. The average rate per mile during this same period last year was $2.85, 6 percent higher.

Truck Overview: Diesel fuel prices averaged $4.18 per gallon, nearly 3 percent lower than last quarter and 3 percent higher than the same period last year. Truck availability was adequate during the 3rd quarter with only a slight shortage for onions for the week ending July 3 in San Joaquin Valley.

Fig 7: Refrigerated Truck Availability Monthly Ratings for California



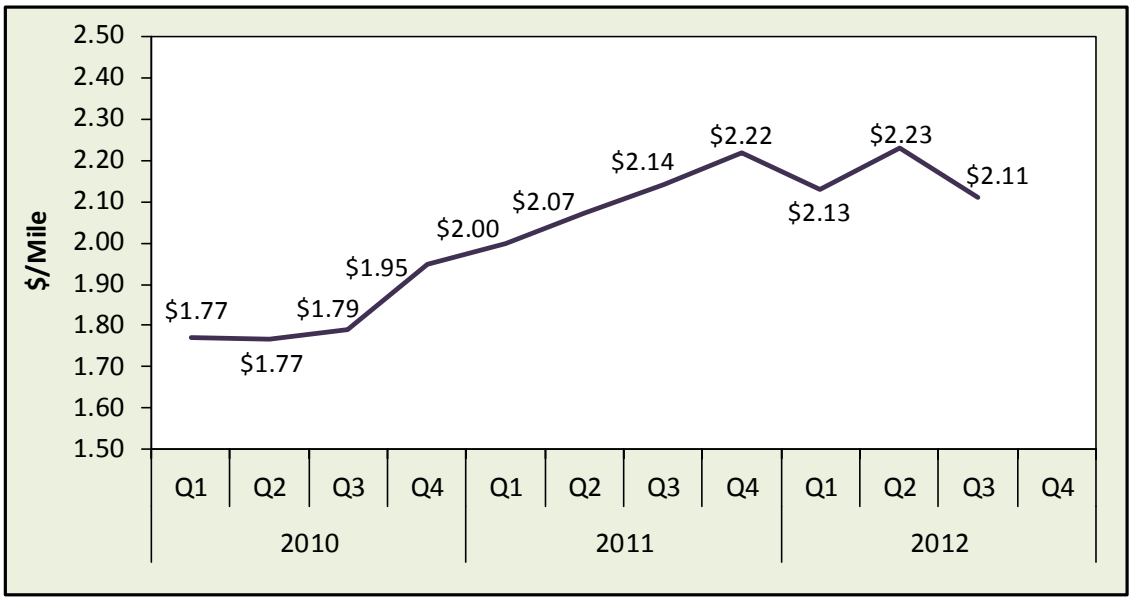
Pacific Northwest (PNW)

Table 11: Reported Top 5 Commodities Shipped from PNW (1,000 tons)

Commodity	3rd Quarter 2012	Share of PNW Total	Previous Quarter	Same Quarter Last Year	Current Quarter as % change from:	
					Previous Qtr	Same Qtr Last Year
Potatoes	446	40%	439	451	1%	-1%
Apples	284	25%	324	226	-12%	26%
Onions	172	15%	108	142	59%	21%
Cherries	125	11%	34	117	271%	7%
Pears	37	3%	72	25	-48%	46%
Top 5 Total	**1,064**	**95%**	**977**	**961**	**9%**	**11%**
PNW Total	**1,119**	**100%**	**986**	**1,015**	**13%**	**10%**

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division
Note: "-" indicates no reported shipments during the quarter.

Figure 8: PNW Truck Rates ($/Mile)



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

Figure 8: PNW Truck Overview

Region/Reporting District	Diesel Fuel	Truck Rate	July	August	September
			Monthly Rating		
	$/per gallon	$/per mile	1=Surplus to 5=Shortage		
Regional Average	**$4.15**	**$2.11**	**3.13**	**2.94**	**3.75**
Columbia Basin, WA			3.20	3.00	4.00
Idaho and Malheur County, OR			n/a	3.00	3.75
Upper Valley, Twin Falls-Burley District, ID			3.20	3.00	3.75
Yakima Valley & Wenatchee District, WA			3.00	2.75	3.50

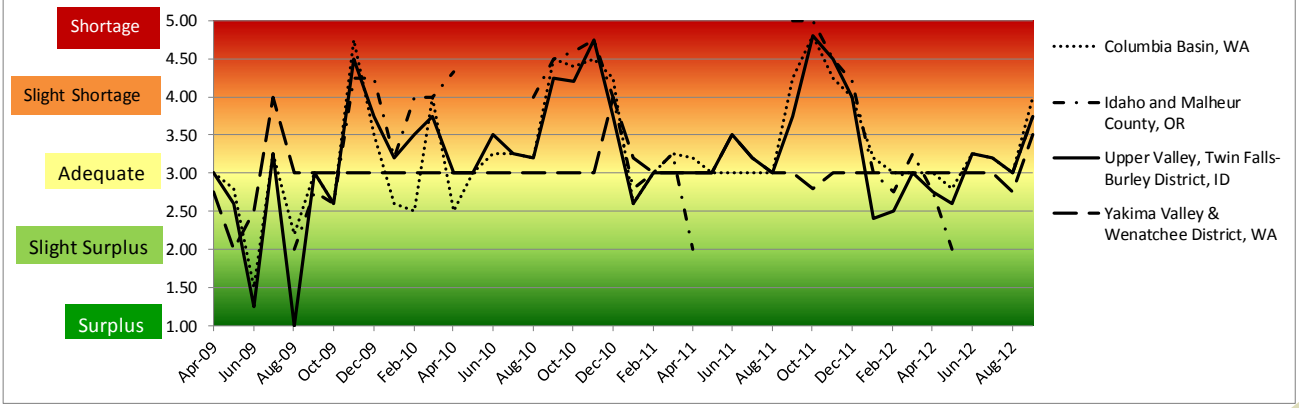
n/a: availability data not reported
Diesel Fuel Source: Energy Information Administration/U.S. Department of Energy
For the purpose of this report the West Coast PAD District 5 was used to represent the diesel fuel price for PNW.

Volume: Reported truck movements of fruit and vegetables from the Pacific Northwest increased 10 percent during the 3rd quarter 2012, over the same quarter last year. Four of the top five commodities shipped experienced an increase compared with the previous year, in particular, pears (46 percent) and apples (26 percent). The top commodity, potatoes, experienced a slight decrease of 1 percent. The Economic Research Services' latest *Fruit and Tree Nut Outlook* reported that the August national pear production forecast is expected to be down this year with the exception of production in Oregon which was expected to increase. Similarly, national apple production was forecast to be down this year particularly in the central and eastern part of the country. However, anticipated production shortages in these regions are boosting demand for western U.S. apples. Spring frosts also impacted central and eastern sweet-cherry production while production in the top producing State—Washington—was forecast to increase 17 percent.

Rates: The average rate per mile in the PNW was $2.11, a decrease of 5 percent from last quarter and a 1 percent decrease from the same quarter last year.

Truck Overview: Diesel fuel prices averaged $4.15 per gallon, 0.2 percent lower than last quarter, and 4.8 percent higher than the same quarter last year. Shippers in the PNW mostly experienced adequate truck availability during the third quarter. The exception occurred in September for all major regions and commodities.

Fig 10: Refrigerated Truck Availability Monthly Ratings for the Pacific Northwest



Great Lakes

Table 12: Reported Top 5 Commodities Shipped from Great Lakes (1,000 tons)

Commodity	3rd Quarter 2012	Share of Great Lakes Total	Previous Quarter	Same Quarter Last Year	Current Quarter as % change from:	
					Previous Qtr	Same Qtr Last Year
Potatoes	73	24%	72	71	1%	3%
Cucumbers	58	19%	3	51	1795%	14%
Watermelon	34	11%	-	22	-	54%
Cabbage	22	7%	2	24	1143%	-8%
Peppers	19	6%	-	15	-	28%
Top 5 Total	**206**	**69%**	**77**	**183**	**168%**	**13%**
Great Lakes Total	**298**	**100%**	**108**	**281**	**176%**	**6%**

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

Note: "-" indicates no reported shipments during the quarter.

Figure 11: Great Lakes Truck Rates ($/Mile)

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

Figure 12: Great Lakes Truck Overview

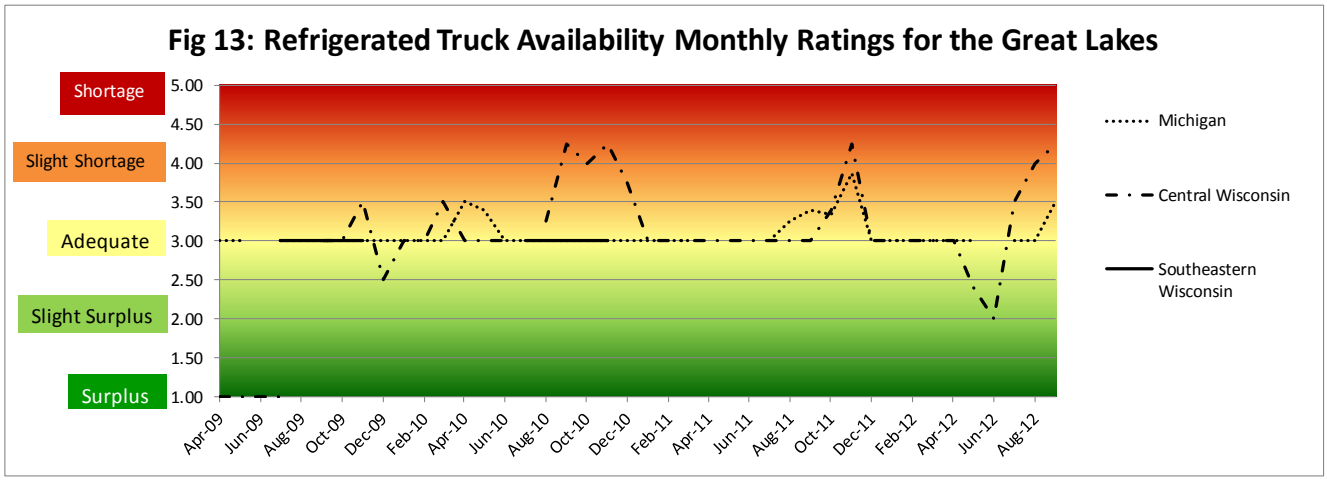
Region/Reporting District	Diesel Fuel	Truck Rate	July	August	September
			Monthly Rating		
	$/per gallon	$/per mile	1=Surplus to 5=Shortage		
Regional Average	**$3.89**	**$3.32**	**3.25**	**3.50**	**3.88**
Michigan			3.00	3.00	3.50
Central Wisconsin			3.50	4.00	4.25

Diesel Fuel Source: Energy Information Administration/U.S. Department of Energy
For the purpose of this report the Midwest PAD District 2 was used to represent the diesel fuel price.

Volume: Reported fruit and vegetable shipments from the Great Lakes Region during the third quarter increased 6 percent compared to the same quarter last year. Despite the sharp increases in other commodities, potatoes remained the top commodity shipped, comprising 24 percent of all commodities shipped from the Great Lakes Region, followed by cucumbers. According to the Economic Research Service's latest Vegetables and Pulses Outlook, the potato crop in 2012 is expected to expand by approximately 7 percent. This was attributed to an expected 5.4 percent increase in harvested acreage and a 1.4 percent increase in yield. Furthermore, total sales for the 2012 crop year are expected to increase by 6 percent, based on 2011 crop year sales and the 2012 production estimate.

Rates: The average rate per mile in the Great Lakes region was $3.32, down 6 percent from last quarter but up 2 percent from the same quarter last year.

Truck Overview: Diesel fuel prices averaged $3.89 per gallon, 0.53 percent higher than the previous quarter and 1.2 percent higher than the same quarter last year. Truck availability for Central Wisconsin and Michigan during the third quarter ranged from adequate to a slight shortage.



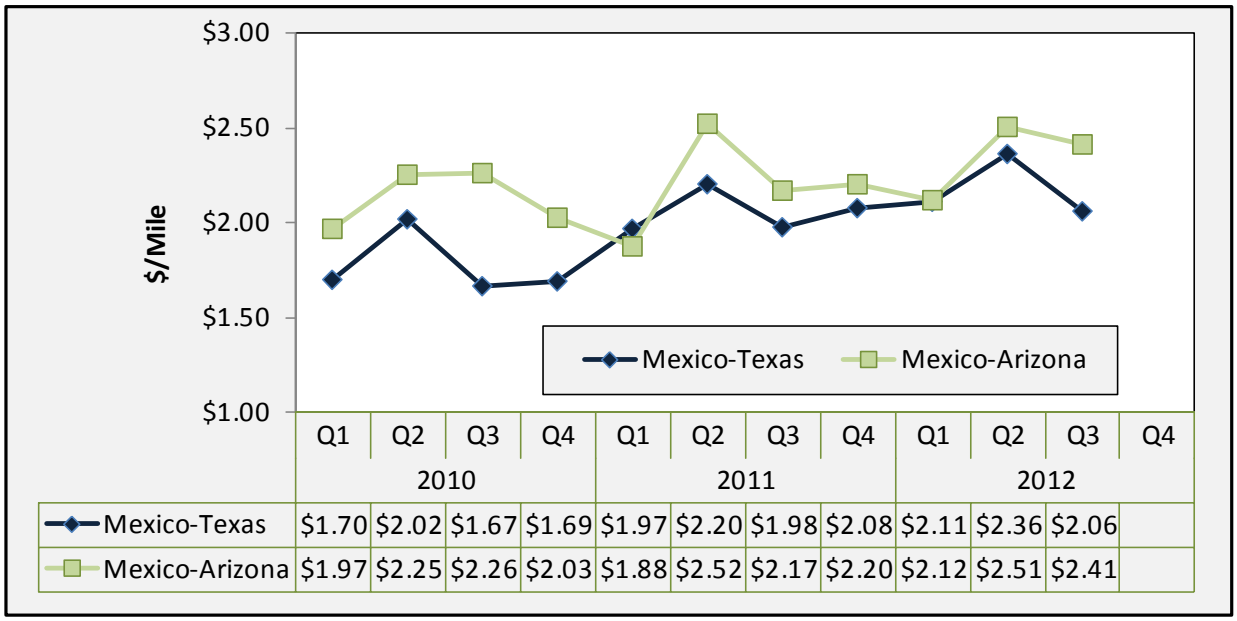
Mexico Border Crossings

Table 13: Reported Top 5 Commodities Shipped from Mexico (1,000 tons)

Commodity	3rd Quarter 2012	Share of Mexico Total	Previous Quarter	Same Quarter Last Year	Current Quarter as % change from:	
					Previous Qtr	Same Qtr Last Year
Tomatoes	206	19%	346	201	-41%	2%
Limes	132	12%	125	122	6%	8%
Peppers	130	12%	167	109	-22%	19%
Avocadoes	81	8%	99	52	-18%	56%
Mangoes	80	8%	141	83	-43%	-3%
Top 5 Total	**629**	**59%**	**878**	**566**	**-28%**	**11%**
Mexico Total	**1,067**	**100%**	**2,107**	**954**	**-49%**	**12%**

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division
Note: "-" indicates no reported shipments during the quarter.

Figure 14: Mexican Border Truck Rates ($/mile)



	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012
Mexico-Texas	$1.70	$2.02	$1.67	$1.69	$1.97	$2.20	$1.98	$2.08	$2.11	$2.36	$2.06	
Mexico-Arizona	$1.97	$2.25	$2.26	$2.03	$1.88	$2.52	$2.17	$2.20	$2.12	$2.51	$2.41	

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

Figure 15: Mexico Border Truck Overview

Region/Reporting District	Diesel Fuel	Truck Rate	July	August	September
			Monthly Rating		
	$/per gallon	$/per mile	1=Surplus to 5=Shortage		
Regional Crossing Average			**2.15**	**1.63**	**2.50**
Through Texas	$3.83	$2.06	2.00	1.75	2.50
Through Nogales, AZ	$4.11	$2.41	2.30	1.50	n/a

Diesel Fuel Source: Energy Information Administration/U.S. Department of Energy

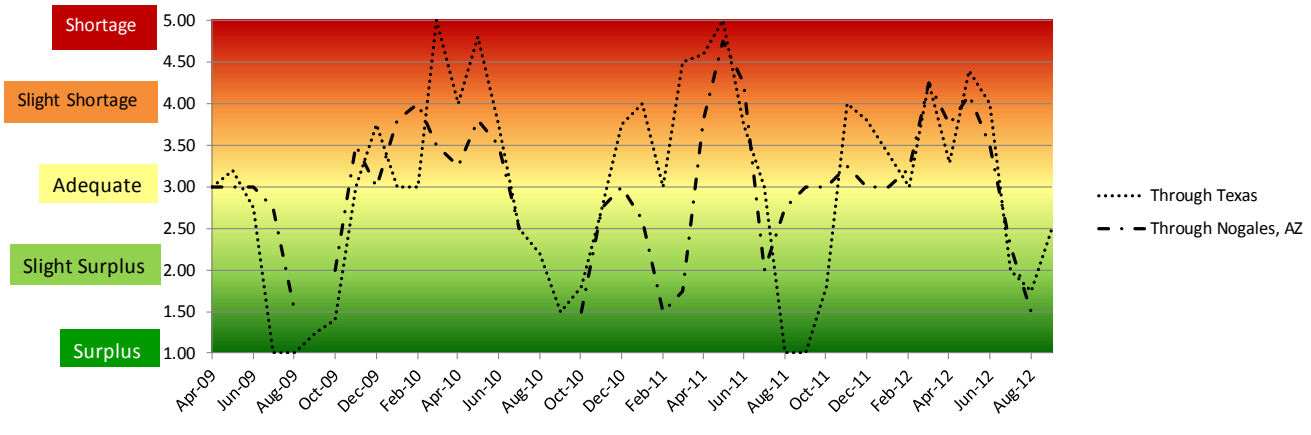
For the purpose of this report the Gulf Coast PAD District 3 was used to represent the diesel fuel price through Texas.
For the purpose of this report the West Coast PAD District 5 was used to represent the diesel fuel price through Arizona.

Volume: The total volume of fruits and vegetables shipped from Mexico was up 12 percent from the 3rd quarter of 2011. Except for a slight decrease in mangoes, shipments of the top 5 commodities increased from the 3rd quarter of 2011. Peppers were up 19 percent while shipments of avocadoes were up 56 percent. According to *The Packer*, the 2011-12 avocado market year, ending June 30, set a new record for Mexican imports. Avocado imports from Mexico totaled 782 million pounds, up 15 percent from the previous record in 2008-09. Mexican importers expect another record at 826 million pounds for market year 2012-13. With imports up 56 percent in the first three months of the new marketing year, imports seem to be well on their way towards setting a new record. *The Packer* reports per capita consumption of avocadoes has increased about 11 percent every year in the U.S. since 2001.

Rates: Truck rates for border crossings through Texas averaged $2.06 per mile, 13 percent lower than last quarter and 4 percent higher than the same quarter last year. Rates for border crossings through Arizona averaged $2.41 per mile, 4 percent lower than last quarter and 11 percent higher than the same quarter last year.

Truck Overview: Diesel fuel prices for border crossings through Texas averaged $3.83 per gallon, 1 percent less than the previous quarter. Diesel fuel prices for border crossings through Arizona averaged $4.11 per gallon, 2 percent less than last quarter. Unlike most regions of the country with adequate availability, there was a slight surplus in availability for all commodities at the Arizona and Texas border crossings for much of the quarter.

Fig 16: Refrigerated Truck Availability Monthly Ratings for Mexico Border Crossings



Terms and References

Data Sources: This information is compiled from the weekly *Fruit and Vegetable Truck Rate Report* by USDA, Agricultural Marketing Service (AMS), Fruit and Vegetable Programs, Market News Division. The website is: http://marketnews.usda.gov/portal/fv.

Regional Markets: For the regional markets, some States are grouped into producing regions. The Pacific Northwest region includes Idaho, Oregon, and Washington. The Great Lakes region includes Michigan and Wisconsin.

Shipment Volumes: Truck shipments for all commodities and origins are not available. Those obtainable are reported, but should not be interpreted as representing complete movements of a commodity. Truck shipments from all States are collected at shipping points and include both interstate and intrastate movements. They are obtained from various sources, including Federal marketing orders, administrative committees, Federal State Inspection Service, and shippers. Volume amounts are represented in 10,000 pound units, or 1,000 10-lb packages but are converted to 1,000 tons for this report. Mexican border crossings through Arizona and Texas data is obtained from the Department of Homeland Security (DHS), U.S. Customs and Border and Protection (CBP) through USDA, AMS, Market News.

Rates: This information is compiled from the weekly *Fruit and Vegetable Truck Rate Report*. Rates quoted represent open (spot) market rates that shippers or receivers pay depending on basis of sale, per load, including truck brokers fees for shipments in truck load volume to a single destination. Extra charges for delivery to terminal markets, multipickup and multidrop shipments are not included unless otherwise stated. Rates are based on the most usual loads in 48-53 foot trailers from the origin shipping area to the destination receiving city. In areas where rates are based on package rates, per load rates were derived by multiplying the package rate by the number of packages in the most usual load in a 48-53 foot trailer. Slightly cheaper rates will be reported during Quarters 2 and 3 as about 50 percent of onion shipments from California are hauled on open flatbed trailers. During Quarter 3, less than 20 percent of onions hauled from Washington, Idaho, and Oregon are on open flatbeds.

Regional Rates: Rate data for 8 destination markets are used to calculate average origin regional rates.

Long-Haul Route Detail: The national rates reflect long-haul truck rates. The rates include the national rate, weighted by commodity and origin volume. For the purpose of this report long-hauls considered as distance traveled over 100 miles from point of origin to the destination.

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Related Websites:

Fruit and Vegetable Programs
http://www.ams.usda.gov/fv

Fruit and Vegetable Truck Report
http://search.ams.usda.gov/mnsearch/MNSearchResults.aspx

Economic Research Service Vegetable and Pulses Outlook
http://www.ers.usda.gov/publications/vgs/

Economic Research Service Fruit and Tree Nuts Outlook
http://www.ers.usda.gov/publications/fts/

National Agricultural Statistics Service
http://www.nass.usda.gov/